

**CYPRESS FAIRBANKS**  
INDEPENDENT SCHOOL DISTRICT  
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To: Paula Ross  
Assistant Superintendent of Technology and Information Services

From: Kim Bowlin  
Assistant Director of Technology Services

Date: March 4, 2024

Re: Data Cabling Project, E-Rate  
Three-Year Contract #24-02-7050R-RFP

The following proposals were received and opened at 10:00 a.m., Tuesday, January 16, 2024, as advertised and specified in documents concerning the Data Cabling Project, E-Rate #24-02-7050R-RFP. The proposals received are located on page 2.

Recommendation: MCA Communications

Funding: Multiple Funding Sources

Estimated Expenditure:	\$12,127,083.12	Base Contract (Yr. 1 - 3)
	\$1,042,361.03	Yr. 4 (optional)
	\$1,042,361.03	Yr. 5 (optional)
	\$1,042,361.03	Yr. 6 (optional)
	\$1,042,361.03	Yr. 7 (optional)
	<u>                    </u>	
	\$16,296,527.24	Total

Contract Term: July 1, 2024 - September 30, 2027

Renewal: Four (4) optional one (1) year terms

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**Bid Evaluation**

**RFP Close Date:** January 16, 2024 at 10:00 AM  
**Service description:** Data Cabling Project E-Rate #24-02-7050R-RFP  
**Funding Year:** 2024 - 2027  
**Funding Year Optional Renewals:** 2027 - 2031  
**School Name:** Cypress-Fairbanks ISD

Factor(s)	Pts.	Data Cabling Project E-Rate #24-02-7050R-RFP	
		<b>MCA Communications</b>	
<i>SPIN</i>		<b>143006858</b>	
<i>Date bid was received</i>		<b>1/15/2024 17:26</b>	
Purchase price of eligible goods and services	45	35.66	
Reputation of vendor and of the vendor's goods and services	15	13.68	
Quality of the vendor's goods or services	25	21.78	
Goods and services meet the district's needs	15	13.44	
Vendor's past relationship with district	0	0.00	
Historically Underutilized Business	0	0.00	
Long term cost to the district	0	0.00	
Principle place of business in Texas	0	0.00	
Employs at least 500 persons in Texas	0	0.00	
Other relevant factor	0	0.00	
<b>Total Points</b>	<b>100</b>	<b>84.55</b>	<b>\$16,296,527.24</b>

<b>Winning Bidder:</b>	MCA Communications
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**Bid Evaluation**

**RFP Close Date:** January 16, 2024 at 10:00 AM  
**Service description:** Data Cabling Project E-Rate #24-02-7050R-RFP  
**Funding Year** 2024 - 2027  
**Funding Year Optional Renewals:** 2027 - 2031  
**School Name:** Cypress-Fairbanks ISD

Factor(s)	Pts.	Data Cabling Project E-Rate #24-02-7050R-RFP
		MCA Communications
		143006858
		1/15/2024 17:26
Purchase price of eligible goods and services	45	35.66
		Vendor's prices were compared to prices for the same products and services from CFISD awarded 2020 Cooperative Quote. Price calculated as 2020 Contract Pricing / Vendor's Second Best and Final Offer (BAFO) Price * 45 (maximum points).
Reputation of vendor and of the vendor's goods and services	15	13.68
		Total Raw Score / 68 (maximum points possible) * 15 (points); Three evaluator's scores were averaged.
Quality of the vendor's goods or services	25	21.78
		Total Raw Score / 25 (maximum points possible) * 25 (points); Three evaluator's scores were averaged.
Goods and services meet the district's needs	15	13.44
		Total Raw Score / 48 (maximum points possible) * 15 (points); Three evaluator's scores were averaged.
Vendor's past relationship with district	0	0.00
Historically Underutilized Business	0	0.00
		Points were not allocated for this criteria in the evaluation.
Long term cost to the district	0	0.00
		Points were not allocated for this criteria in the evaluation.
Principle place of business in Texas	0	0.00
		Points were not allocated for this criteria in the evaluation.
Employs at least 500 persons in Texas	0	0.00
		Points were not allocated for the criteria in the evaluation.
Other relevant factor	0	0.00
		Points were not allocated for the criteria in the evaluation.
<b>Total Points</b>	<b>100</b>	<b>84.55</b>

**Winning Bidder:** MCA Communications

**EVALUATION EXPLANATION**

CFISD used three independent evaluators for this solicitation. Two evaluators were technical. The third evaluator was from the Facilities and Construction department. Price points were calculated standard for all three evaluators using the formula - Lowest Price / Vendor's Second BAFO Price \*45. Since one vendor submitted pricing, costs were compared to CFISD awarded 2020 cooperative quote prices for the same products/services that were requested from this RFP. Please see the Price Comparison tab for further explanation. Quantity estimates were determined by the department team leader and his / her department leader.

Each evaluator was provided a scorecard with criteria that were used in the evaluation. Each evaluator completed his or her own evaluation. The evaluation was submitted for the compilation of summary scores. See RFP Summary tab. Evaluators rated each criterion as 4 (exceeds comply), 3 (comply), 2 (partially comply), 1(comply with clarification) or 0 (does not comply). Points were added for each section for a raw score. The formula used for Section Point Award = Total Raw Score for Section / Maximum Points Possible \* Weighted Points.

Award recommendation is based upon the average score of the three evaluators.

Memorandum

To: Paula Ross, Assistant Superintendent Technology Service and Information Systems

From: Kim Bowlin, Assistant Director, Technology Support Services

Subject: Data Cabling Project, E-Rate #24-02-7050R-RFP

I am writing this memo to inform you of a crucial recommendation regarding selecting a data cabling contractor for our school district. As we continue to embrace and enhance technology within our educational environment, the need for a reliable and efficient data-cabling infrastructure has become increasingly important.

After thorough research and evaluation, I recommend that we engage the services of MCA Communications, a highly reputable and experienced data cabling contractor. Their commitment to quality work, adherence to industry standards, and proven track record in implementing similar projects make them ideal for our school district's needs.

Here are key reasons why the evaluation team believes that MCA Communications is the best fit for our requirements.

1. Expertise: MCA Communications has a wealth of experience designing and implementing data-cabling solutions for educational institutions. Their team of certified professionals is well-versed in the latest industry standards and technologies.
2. Reliability: The contractor has a demonstrated history of delivering projects on time and within budget. Their commitment to meeting deadlines aligns with our school district's goals of minimizing disruption to daily operations.
3. Price of Eligible Goods and Services: The department compared the recommended pricing to the current CFISD contract pricing and market pricing. Most of the items reflect price increases over the 2020 contract pricing. Discussion with the manufacturer found that the product had increased if it contained metals. Additionally, distributor costs rose mainly because of increased transportation costs. The comparison against market value showed that the vendor's proposed price was comparable.
4. Quality Assurance: The contractor strongly emphasizes quality assurance and testing procedures. This ensures that the installed cabling infrastructure will provide reliable, high-speed connectivity for our educational technology needs.
5. Training: MCA maintains a Building Industry Consulting Service International (BICSI)

Certified Training facility at their Houston Headquarters. The vendor's offer includes BICSI training for any CFISD personnel without charge. MCA Communications would also be able to Commscope/Systimax certify any CFISD personnel at no charge. Additionally, the vendor has offered the district other training related to audio/visual, security, Distributed Antenna Systems (DAS), or other network cabling-related equipment at no charge.

I request that the school board consider and approve the selection of MCA Communication for our data cabling project. I am confident that their expertise and dedication will contribute significantly to the continued success of our educational initiatives.

Thank you for your time and consideration. I can provide any additional information or answer any questions regarding this recommendation.

Sincerely,

*Kim Bowlin*

Kim Bowlin  
Assistant Director, Technology Support Services  
Cypress-Fairbanks ISD

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